Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

Message Text

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PAGE 01 MADRID 00371 181901Z
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00 L-03
/030 W
----------190507Z 083352 /16
R 171451Z JAN 77
FM AMEMBASSY MADRID
TO SECSTATE WASHDC 8627
INFO AMCONSUL BARCELONA
AMCONSUL BILBAO

UNCLAS MADRID 0371

E.O.11652: N/A
TAGS: BEXP, SP
SUBJECT: FY 77 COUNTRY COMMERCIAL PROGRAM (CCP) FIRST QUARTERLY REPORT

REF: STATE 280182

1. ALL CAMPAIGNS ON TARGET.

2. SPECIAL NOTATIONS AS FOLLOWS:
A. IN ADDITION PROGRAM OF PLANT VISITS INITIATED FY 76 CCP
AND BEING CONTINUED, COMSEC HAS UNDERTAKEN AN EXPANDED PROGRAM
OF REGULAR VISITS TO AGENTS IMPORTERS/DISTRIBUTORS OF PRODUCTS IN
TARGET INDUSTRIES. BASED UPON INITIAL VISITS, THIS NEW PROGRAM
WILL PROVIDE INVALUABLE INFORMATION RE TARGETS OF OPPORTUNITY IN
LOCAL MARKET, PROBLEMS SPANISH REPS MAY HAVE WITH US SUPPLIERS
WHAT PRINCIPAL COMPETITION FROM OTHER COUNTRIES IS, ETC.

3. COMSEC ALSO HAS REVISTED EL CORTE INGLES, LEADING SPANISH
DEPARTMENT STORE CHAIN, WITH A VIEW TO GENERATING INTEREST IN
HOLDING AN IN STORE PROMOTION DURING FY 78. DESPITE PREVIOUS
CONSISTENT LACK OF INTEREST BY EL CORTE INGLES EXECUTIVES TO
REPEATED OVERTURES FROM COMSEC OFFICERS IN THE PAST. EL CORTE
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INGLES NOW STATES IT IS INTERESTED IN " PRINCIPLE" IN A ISP OF US
CONSUMER GOODS SOMETIMES DURING FY 78. COMSEC WILL BE FOLLOWING
UP TO OBTAIN DEFINITE PROPOSAL FROM EL CORTE INGLES LEADING TO
SUBSEQUENT SIGNATURES OF LETTER ON INTENT AND FORMAL CONTRACT,
PROVIDED FUNDS ARE MADE ABAILABLE TO COMMERCE BY THE CONGRESS FOR
SUCH A ISP IN SPAIN.STABLER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 17-Jan-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770019-0408
Format: TEL
From: MADRID
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770146/aaaabnzr.tel
Line Count: 61
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Litigation History:
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 STATE 280182
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 23-Sep-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3582550
Secure: OPEN
Status: NATIVE
Subject: FY 77 COUNTRY COMMERCIAL PROGRAM (CCP) FIRST QUARTERLY REPORT
TAGS: BEXP, SP
To: STATE
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/05d1f2d8-c288-dd11-92da-001cc4696bcc
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